

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

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----- 119622

P 082302Z APR 76

FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ PRIORITY

UNCLAS STATE 085238

E.O. 11652: N/A

TAGS: BENC, BL

SUBJECT: MAJOR PROJECT: FERTILIZER PLANT AT

--- SANTA CRUZ

REF: A) LA PAZ 2686, B) STATE A-506

1. APPRECIATE REPORT REFTEL. HOWEVER, NEED TO KNOW FOLLOWING INFORMATION ASAP IN ORDER TO NOTIFY AND ELICIT EXPRESSIONS OF INTEREST FROM APPROPRIATE U.S. COMPANIES. EMBASSY SHOULD NOTE FOR FUTURE MAJOR PROJECT REPORTING (PER REFAIR B) THAT THIS TYPE OF BASIC INFORMATION IS NECESSARY TO ASSURE ADEQUATE U.S. INDUSTRY RESPONSE, AND EMBASSY SHOULD ATTEMPT TO ASCERTAIN SUCH INFO UPON INITIAL CONTACT WITH GOVERNMENT OR PRIVATE CONTRACTING ENTITIES RE SPECIFIC PROJECT OPPORTUNITIES:

--- A) WHO PERFORMED STUDY MENTIONED REFTEL

--- AND CAN EMBASSY OBTAIN COPY FOR

--- TRANSMITTAL TO COMMERCE/MEPD? IS

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--- THIS PREINVESTMENT OR FEASIBILITY

--- STUDY OR OTHER?

--- B) WHAT IS SCOPE OF WORK TO BE BID?

--- I.E. PERFORMANCE OF FURTHER STUDIES,
--- DESIGN/ENGINEERING, PROJECT MANAGEMENT,
--- DESIGN/CONSTRUCTION, ONLY CONSTRUCTION,
--- ONLY EQUIPMENT SUPPLY, OR TURNKEY?

--- C) HAS ANY DESIGN WORK ALREADY BEEN
--- PERFORMED AND BY WHOM?

--- D) TIMING AND PROCEDURES FOR BIDDING --
--- WILL BIDS BE CALLED VIA LIMITED
--- INVITATION OR THROUGH PUBLIC
--- INTERNATIONAL TENDER? WILL FIRMS
--- BE REQUIRED TO PREQUALIFY AND WHEN?
--- WHO IS PREPARING TENDER DOCUMENTS AND
--- WHEN WILL THEY BE AVAILABLE?

--- E) WHAT IS EXACT PRODUCT MIX AND ESTIMATED
--- OUTPUT? (AMMONIA, UREA, NITRIC ACID,
--- OTHER?)

--- F) NAME AND ADDRESS OF RESPONSIBLE
--- OFFICIAL TO BE CONTACTED BY
--- INTERESTED COMPANIES.

--- G) FINANCING PLANS AND REQUIREMENTS FOR
--- SUPPLIER CREDITS.

--- H) REQUIREMENTS FOR LOCAL INCORPORATION
--- OR JOINT VENTURE.

--- I) ANY U.S. COMPANY INTEREST TO DATE?
- ACTUAL OR POTENTIAL FOREIGN COMPETITION?

2. WE REALIZE THAT, IF A PROJECT IS ONLY IN CONCEPTU-
ALIZATION STAGES, SOME OF THE ABOVE INFO WILL NOT BE
AVAILABLE. HOWEVER, SINCE STUDY FOR SUBJECT PROJECT
HAS ALREADY BEEN PERFORMED, WE EXPECT THAT THESE
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QUESTIONS CAN BE ANSWERED BY RESPONSIBLE YPFB OFFICIAL.

3. REFTTEL MENTIONS YPFB'S PETROCHEMICAL DEVELOPMENT

PLAN. IS THIS A FORMAL DOCUMENT WHICH EMBASSY CAN OBTAIN.
WE COULD GREATLY APPRECIATE COPIES OF ANY BOLIVIAN
INDUSTRIAL DEVELOPMENT PLANS, AS AVAILABLE. SISCO

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